

## Message Text

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ACTION EUR-12

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TO SECSTATE WAAHDC 5136  
INFO USDOC WASHDC UNN

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E.O.11652: N/A  
TAGS: BEXP, GE  
SUBJECT: STORED ENERGY SYSTEMS TSS

REF:(A) BERLIN 6164 (B) USDOC 8290

SUMMARY: GDR OFFICIALS , IN TWO CONVERSATIONS IN AS MANY DAYS, INFORMED EMBASSY THAT CNAVASS OF PERTINENT GDR MINISTRIES HAS UNCOVERED LITTLE INTEEST IN PROPOSED " STORED ENERGY SYSTEMS" TSS. EAST GERMANS SAID THEY WILL ACCEPT TSS IF WE WISH TO PRESENT IT, BUT THEY SEE NO PROSPECT OF COMMERCIAL RESULTS. END SUMMARY.

1. DURING COURTESY CALL JUNE 29 BY EMBOFFS, GUENTER FRIEDRICH, MINISTRY OF FOREIGN TRADE, MENTIONED SUBJECT OF TSS, NOTING THAT, UNDER THE CURRENT 5-YEAR PLAN, THE GDR WOULD HAVE GREATE INTERESTS IN AREAS SUCH AS MICRO-ELECTRONICS AND ELECTROENGINEERING THAN IN STORED ENERGY SYSTEMS. PRESENTATION WAS NOT DETAILED AND SUBJECT WAS NOT PURSUED FURTHER.

2. IN CONVERSATION WITH EMBOFFS NEXT DAY ( JUNE 30), WOLFGANG GOELDNER, CHAMBER OF FOREIGN TRADE, MADE DETAILED FOLLOW-UP TO FRIEDRICH CONVERSATION. HE POINTED OUT THAT THE GDR DOES NOT PLAN INVESTMENT IN BATTERY PRODUCTION WITHIN THE NEXT FIVE TO TEN YEARS, BUT  
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PLANS TO CONTINUE INSTEAD WIH CURRENT LEAD-CELL STORAGE BATTERY TECHNOLOGY. AS A RESULT, THE US SHOULD NOT EXPECT THE DECEMBER TSS TO PRODUCE ANY SALES.

3. GOELDNER REPEATED FRIEDRICH'S STATEMENT THA THE GDR WOULD BE INTERSTE IN TSS'S IN OTHER AREAS, PARTICULARLY MICROELECTRONICS, AND OFFERED TO SEND EMBASSY

LIST OF SUBJECTS OF INTEREST TO THE GDR IN THE TSS  
CONTEXT ( EMBASSY WILL POUCH WHEN AVAILABLE). GOELDNER  
MADE IT CLEAR THAT THE US COULD HOLD TSS AS PLANNED, BUT  
INSISTED NO SALES WOULD RESULT.

4. EMBOFF ( PARKER) EXPRESSED DISSATISFACTION WITH  
GDR ATTITUDE, QUESTIONING HOW THE GDR COULD PREJUDGE  
OUTCOME OF TSS WITHOUT SEEING WHAT THE US HAS TO OFFER.  
GOELDNER'S REPLY AGAIN CITED 5-YEAR PLAN AND NOTED THAT  
THE GDR SIMPLY LACKS THE MONEY TO MAKE SUCH PURCHASES.

5. IN VIEW OF GDR COMMENTS, WE BELIEVE PLANS FOR  
STORED ENERGY SYSTEMS TSS SHOULD BE REVIEWED TO DETERMINE  
WHETHER MINIMAL US OBJECTIVES WILL BE MET. IF PLANNING  
IS ALREADY ADVANCED, WE RECOMMEND HOLDING SEMINAR AS  
PLANNED. DESPITE NEGATIVE COMMENTS, WE SEE POSSIBLE  
VALUE IN DISPLAYING OUR WARES BEFOE A TECHNICAL LEVEL  
AUDIENCE IN THE GDR, AND GIVING SOME MOMENTUM TO OUR EFFORT TO  
ESTABLISH A PROGRAM OF REGULAR TSS'S.  
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## Message Attributes

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